

**BEFORE THE  
PUBLIC SERVICE COMMISSION  
OF SOUTH CAROLINA  
DOCKET NO. 2001-341-T**

IN RE:

Application of Reliable Services Group,  
Incorporated d/b/a Two Men and A Truck  
to Amend Class E (Household Goods)  
Certificate of Public Convenience and  
Necessity No. 9684

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**DIRECT TESTIMONY OF GREG SAVITSKI**

1   **Q.     PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

2   A.     My name is Greg Savitski. My business address is 854 Kingswood Drive, Conway, SC 29526.

3

4   **Q.     BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY?**

5   A.     I am the Vice President of Reliable Services Group, Incorporated d/b/a Two Men and a Truck  
6           ("Reliable Services Group").

7

8   **Q.     PLEASE PROVIDE A SUMMARY OF YOUR BACKGROUND AND EXPERIENCE.**

9   A.     I have been with Reliable Services Group since its inception in 1998. This is my 18<sup>th</sup> year in the  
10          moving industry. I have been involved in all aspects of running a moving company including  
11          performing moves, doing estimates, dealing with damage claims and all other areas of running a  
12          company on a day to day basis. I have a good grasp on the needs of the customers in our  
13          respective communities and in the state of South Carolina.

14

1 **Q. IN ORDER TO ADDRESS ANY CONFUSION REGARDING THE VARIOUS “TWO MEN AND A**  
2 **TRUCK” FRANCHISES OPERATING IN SOUTH CAROLINA, PLEASE DESCRIBE YOUR COMPANY.**

3 A. Of course. Because we have offices in Charleston and Horry Counties, and because of the  
4 franchises originally granted to us by the national “Two Men and a Truck” franchisor, Reliable  
5 Services Group is sometimes referred to informally as “Two Men and a Truck of Charleston”  
6 and/or “Two Men and a Truck of Myrtle Beach.” While there are other companies in South  
7 Carolina using the “Two Men and a Truck” name, those movers are not affiliated with Reliable  
8 Services Group in terms of ownership.

9  
10 **Q. HAS THE COMPANY APPEARED BEFORE THE COMMISSION BEFORE?**

11 Yes. Reliable Services Group first sought statewide authority from this Commission in Docket No.  
12 97-325. After a hearing at which several intervenors opposed our application, the Commission  
13 granted Reliable Services Group (via Order No. 98-164) household goods authority between  
14 points and places in Beaufort, Berkeley, Charleston, Dorchester, Georgetown, and Horry  
15 Counties, and from points and places in those counties to points and places in South Carolina.  
16 Later, in Docket No. 2001-341-T, the Commission approved the request to expand our intrastate  
17 authority to include moves between points and places in Colleton, Florence, Jasper, Marion, and  
18 Williamsburg Counties, and from points and places in those counties to points and places in  
19 South Carolina.

20  
21 **Q. WHAT AUTHORITY IS RELIABLE SERVICES GROUP SEEKING IN THIS PROCEEDING?**

22 A. Reliable Services Group seeks to amend the scope of authority previously granted by the  
23 Commission to allow it to provide intrastate household goods moves between points and places  
24 in South Carolina.

1    **Q.        DESCRIBE THE COMPANY’S GROWTH SINCE IT BEGAN ITS INTRASTATE OPERATIONS IN 1998.**

2    A.        We began our operations in the Charleston area. In January of 1999, we opened a terminal in  
3               Myrtle Beach, and in November of 2000 we opened a facility in Savannah, Georgia. We have  
4               grown from one truck and three employees in 1998 to 23 trucks and 80 employees. In addition  
5               to the intrastate authority described above, Reliable Services Group holds interstate authority in  
6               Florida, Georgia, North Carolina, and South Carolina. We expect to perform 6000 moves this  
7               year.

8  
9    **Q.        DOES THE COMPANY CONTINUE TO BE “FIT, WILLING, AND ABLE” TO PROVIDE INTRASTATE**  
10               **MOVING SERVICES?**

11   A.        Yes. As our application and our previous appearances before the Commission demonstrate,  
12               Reliable Service Group understands and abides by the statutes and regulations applicable to its  
13               South Carolina intrastate operations, has obtained insurance in the amounts required by  
14               applicable regulation, and has the necessary equipment, personnel, and knowledge necessary to  
15               provide household goods moving services.

16  
17   **Q.        WHY IS THE COMPANY SEEKING TO EXPAND ITS SCOPE OF AUTHORITY?**

18   A.        The intrastate household goods market can support another carrier with statewide authority  
19               right now. As described above, we have the equipment and resources to provide intrastate  
20               moves statewide. In addition, we have the ability to add employees and equipment on an as-  
21               needed basis. We have recently added 4 trucks to our fleet and 15 additional drivers and movers  
22               to meet current moving demand. We receive numerous calls and proposed referrals requesting  
23               that Reliable Services Group perform intrastate moves that we currently are not authorized to

1 handle. In particular, we have had occasions where previous customers that we have moved to  
2 other parts of the state wanted to move again. Many of these customers wanted to use us again  
3 because they had a successful experience in the past, but they couldn't due to the limitations of  
4 our current authority. In this day and age with many rogue movers and internet moving  
5 companies, many customers are understandably concerned about who is moving their  
6 belongings. The more area that regulated movers like ourselves can cover the less opportunity  
7 there is for non-regulated, uninsured moves to occur. Also, we are finding that there are many  
8 less-populated areas in the state that either don't have moving companies in close proximity to  
9 them or are have limited moving options. In other words, we are turning away moves. Many of  
10 these moves we could have done either as a primary move or as a backhaul. Moreover, the  
11 Shipper Witness Testimony of Kenneth Jordan, Jr. filed previously in this Docket and to be  
12 introduced at the hearing in this matter, further demonstrates that there is a current demand  
13 for moving services statewide.

14  
15 **Q. DOES THAT CONCLUDE YOUR TESTIMONY?**

16 **A.** Yes.

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of Public Convenience and Necessity No. 9684

**CERTIFICATE OF SERVICE**

This is to certify that I have caused to be served this day, one (1) copy of the Direct Testimony of Greg Savitski by placing a copy of same in the care and custody of the United States Postal Service (unless otherwise specified), with proper first-class postage affixed hereto and addressed as follows:

**VIA ELECTRONIC MAIL SERVICE**

Andrew Bateman, Esq.  
Office of Regulatory Staff  
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s/ Victoria H. Moody  
Victoria H. Moody – Paralegal

March 31, 2016  
Columbia, South Carolina